

Message Text

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41

ACTION EB-07

INFO OCT-01 EUR-12 ISO-00 COME-00 FAA-00 DOTE-00 L-03 PM-04

CIAE-00 INR-07 NSAE-00 DODE-00 MC-02 SP-02 TRSE-00

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P R 161515Z JAN 76

FM AMEMBASSY STOCKHOLM

TO SECSTATE WASHDC PRIORITY 6553

INFO AMEMBASSY BRUSSELS

AMEMBASSY MOSCOW

AMCONSUL LENINGRAD

LIMITED OFFICIAL USE STOCKHOLM 242

PASS TO EXPORT CONTROL ADMINISTRATION, DEPT OF COMMERCE

E.O. 11652: N/A

TAGS: BTRA, ETRD, EEWT, UR, SW

SUBJECT: TRAVEL TO US OF GUNNAR WEDELL, MANAGING-DIRECTOR OF STANSAAB

REF: (A) 75 STOCKHOLM 4757, (B) 7T STOCKHOLM A-232

1. GUNNAR WEDELL, MANAGING-DIRECTOR OF STANSAAB WHICH CONCLUDED AIR-TRAFFIC-CONTROL (ATC) CONTRACT WITH SOVIET UNION, HAS INFORMED ECONOMIC COUNSELOR HE HAS APPOINTMENT TO SEE DIRECTOR RAUER MEYER, EXPORT CONTROL ADMINISTRATION, DEPARTMENT OF COMMERCE, AFTERNOON OF JANUARY 22. HE SAID APPOINTMENT WAS ARRANGED THROUGH SWEDISH MINISTRY OF INDUSTRY. SWEDISH EMBASSY OFFICIAL WILL ACCOMPANY HIM TO APPOINTMENT. WEDELL, WHO WILL BE ACCOMPANIED BY HIS MARKETING CHIEF, DEPARTS STOCKHOLM ON JANUARY 19, INITIALLY FOR NEW YORK AND THENCE TO WASHINGTON.

2. WEDELL SAID PURPOSE OF VISIT IS TO EXPLAIN COMPANY'S VIEWS ON TRANSACTION AND ON SPECIFIC US COMPONENTS NEEDED TO PRODUCE END-PRODUCT. RUSSIANS, HE SAID, WOULD LOOK ASKANCE ON A
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TURN-DOWN OF STANSAAB'S EXPORT LICENSE REQUEST FOR COMPONENTS,

SINCE ALLEGEDLY US COMPETITION (UNIVAC) HAD OBTAINED EXPORT LICENSE APPROVAL FOR SIMILAR EQUIPMENT DURING PROCESS OF CONTRACT NEGOTIATIONS WITH SOVIETS. HE HOPED COMMERCE REACTION WOULD BE FAVORABLE TO HIS REQUEST, THOUGH HE HAD NOTED SOME COOLNESS TO STANSAAB PROPOSAL IN RECENT MONTHS (THIS WAS NOT EXPLAINED).

3. WE HAVE NO COMMENTS ON SUBSTANCE OF STANSAAB'S REQUEST. WEDELL, WHO IS HIGHLY ARTICULATE IN ENGLISH, HAS BEEN TO ALL APPARENT PURPOSES QUITE OPEN, DIRECT AND RESPONSIBLE IN HIS STATEMENTS TO THE EMBASSY. MOBILIZING SWEDISH GOVERNMENT SUPPORT OF HIS LICENSE REQUEST, HOWEVER, DOES CREATE POTENTIALITY A MORE DIFFICULT SITUATION IF REQUEST SHOULD BE TURNED DOWN WITHOUT A CLEAR EXPLANATION.

4. I WOULD APPRECIATE BEING KEPT INFORMED OF OUTCOME OF SUBJECT MEETING AND SUBSEQUENT COMMERCE CONSIDERATION OF LICENSE REQUEST.
STRAUSZ-HUPE

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Message Attributes

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Disposition Approved on Date:
Disposition Authority: morefirh
Disposition Case Number: n/a
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Margaret P. Grafeld
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